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400 Del Webb Blvd. Ste. 104
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This publication is not a solicitation but is an information service from this real estate office.

Celebrating 19 years in Sun City
1520 Sun City Blvd. • Suite 155 • Georgetown, Texas 78633
office - (512) 869-0223 • toll free - (866) 869-0224



Privileged information about your real estate

Thoughts from Don

A neighbor called the other day and asked my thoughts on him updating his kitchen and bath. I asked how much longer did he plan on staying in the home...I believe this matters and here is why...If you plan on moving in the next few years go ahead and remodel with the thinking being you get to enjoy the "new stuff", and it will still be fresh when the move comes. However, if the move is not going to happen for say 7 years (whenever), then maybe wait until you are a few years out, then once again enjoy the new for a few years and put it on the market with the improvements. Make sense?



A resident is thinking of trying to sell his home himself, and asked a few advertising questions...one being should he try advertising on the Suddenlink TV Sun City channel. He knows at different times we have used it. I told him to the best of my knowledge we have never sold a house from advertising on that channel...maybe because the folks that get the channel already live here? I informed him that he might get a listing every once in a while (that he did not want) but other than that it was a waste of money. Here are a few of the reasons we sell the most Sun City homes...and what attracts Buyers to us. Yard signs with flyers, some from our newsletter, we get a few from the newspaper, we get a lot from having a great website, by us having a large Sun City rental department, as renters get here, like it, and buy, referrals from you guys is a huge reason, the fact that we are focused only on Sun City and know the neighborhood period, but most of all, our presence, being inside the compound, has worked out great for us. It allows us to be open 7 days a week, while others sleep on

Sunday or have an open house somewhere back in the neighborhood (hoping someone will drive by since we cannot legally have directional signs), we have our office open so that visitors have the opportunity to see any or all the homes offered that day. Kind of makes sense, doesn't it?

A last thought...sometimes the most difficult part of moving is what appears to many to be the easiest, and that is cleaning out all the personal items...most of us have this problem of getting rid of our "stuff". I do believe it helps when we do it one room at a time. Slowing down the pace can help us get through from the mental and emotional side of it all. After we see how much better our room looks after doing just one, it is easier to finish the job. Remember a decluttered home sells first. In fact, if this is one of your problems, let us know and we will help or if you prefer we can refer you to one of the professional home stagers that we use.



We love you, neighbors.... and as usual....we thank you so much for allowing us to be your real estate company of choice and your neighbor.....Don



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Real Estate Myths!

What Is True When It Comes To Selling Or Buying A Home? 1. You Know The Value Of Your Home, As A Home Seller, So You Set The List Price.

Do you think that a home Buyer wants to pay higher than fair market value and would you, if you were buying a home? No and no. There is so much that goes into pricing a home accurately. Your Agent showed you the market analysis of comparable homes in the area of your home; those homes recently sold, currently under contract and those that are currently active for sale. Your Agent discussed the current local Real Estate Market where your home is located and the current supply and demand. Your Agent discussed price points of the homes you'll be competing against. Your Agent discussed how long it is taking to sell a home. So if they did this, why on earth would you not trust their analysis and then choose to go with what you think is the correct list price? Do you want to sell your home and for the most money? Sure you do. Here at The Stacy Group we know Sun City!

2. Open Houses Are Needed To Sell A Home. Everybody Does Them. It used to be that open houses were more warranted when the World Wide Web did not exist. There used to be a time when open houses were more effective, when home Buyers were not searching for homes on the internet, but rather by driving through neighborhoods or searching through newspaper and local Real Estate guides. However, times have changed and home Buyers are looking for the home they want to buy via online websites, in fact, 86% of them are doing so during the home buying process. A very small percentage - 8% (according to Association of Realtors report) of homes are sold via an open house. Why would you want to open your house to complete strangers, not even having been financially pre-qualified on their ability to buy a home and in all likelihood, open houses are a magnet for busy body neighbors wanting to see what you've done to your house. No amount of open houses will ever sell an overpriced home. Why waste your time having to be inconvenienced by an open house when the chances are slim that a visiting home Buyer will buy your home.

3. Popular Real Estate sites Zillow and Trulia-- They're So Helpful--Not. Everybody goes to Zillow and Trulia and the like to find the value of their homes. That's crazy I know, yet a lot of people go to these Real Estate sites and put their trust in these values. Big, powerful companies are looked up to, simply because it's been said time and time again that these sites will provide a home's value. How did they become so trusted? If these fake values are talked about enough, people begin to believe it. Contact a knowledgeable Real Estate Agent at The Stacy Group for an accurate home value whether you're trying to sell a home or price a home that you want to put an offer in on.

4. Buying A Home Requires A 20% Down Payment - You don't have to have 20% for a down payment to buy a home. There are many options where you may be able to qualify for a mortgage from nothing down to 3.5%, 5%, 10% and the like. You just need to speak with a qualified mortgage Lender to determine what you personally qualify for when buying a home. Do keep in mind however, that the more money you are able to put down the lower your mortgage payment will be, which will keep your monthly expenses down. You do not want to be house poor, where your home isn't allowing you to enjoy life.

Let us prepare a free CMA (Comparative Market Analysis) for you today!!!

Jan Schmidt, REALTOR®
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This year marks the 50th anniversary of the "Summer of Love" in which some 75,000+ young people descended upon San Francisco's 25-square-block Haight Ashbury district in 1967.

Here are some other notable things from that memorable year

President: Lyndon B Johnson,
Vice President: Hubert H. Humphrey

1967

The population of the United States is 198,700,000 and the National Debt is 326 Billion

Unemployment is 3.8%, life expectancy is 70.5 years and family median income is \$7,200

Academy Award for Best Picture: A Man for All Seasons
Grammy Award for Song of the Year: Michelle and Record of the Year: Strangers In The Night

The first cryogenic preservation is performed on Dr. James Bedford with the intent of future resuscitation; he is still frozen.

Super Bowl I is played with the Green Bay Packers defeating the Kansas City Chiefs 35-10.

A Fistful of Dollars the first significant "spaghetti Western" film is debuted in the U.S.

U.S. astronauts Gus Grissom, Edward Higgins White, and Roger Chaffee are killed aboard the Apollo 1 spacecraft during a launch pad test.

The Outer Space Treaty is signed by the U.S., Soviet Union and the United Kingdom banning nuclear weapons from outer space.

Muhammad Ali, after converting to Islam, refuses military service on religious grounds

Elvis Presley and Priscilla Beaulieu are married in Las Vegas.

The first automatic cash machine (ATM) is installed, at Barclays Bank in England

Public Broadcasting Act of 1967 is enacted, establishing the Corporation for Public Broadcasting (PBS)

We are living through dramatic changes as we venture further into this information age of today. Whether you celebrate or mourn 1967 you got to admit we have come a long way baby; who knows what the next 50 years will bring. But take a time travel trip back to the 1960s? Only with a round-trip ticket.

Kelly Bartko, REALTOR®
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Plants are great to have inside your home because of their air-cleaning qualities, but be careful, some are toxic to pets. We can't have any indoor plants because our 18 year old cat eats them - even artificial ones! We do have plenty of plants outdoors and some could easily be grown indoors.

The most important one for your house is the Aloe Vera plant. Keep it in the kitchen since it is the best treatment for a burn. We know that from more than one personal experience. It needs sun, but the sunlight can be indirect. Make sure the pot is a wide container, as it needs good drainage.



Herbs in the kitchen windowsill are a great idea. The easiest and hardest to grow is mint. It comes in many flavors - peppermint, spearmint, even chocolate mint. The leaves can be used in all kinds of drinks - mojitos to southern sweet tea.

Spider plants with their green foliage striped with a cream color look beautiful in a hanging basket. But they are useful, too. They clean the carbon monoxide out of your home. You can easily transport cuttings from the "mother plant" into water or soil to grow a new air purifying plant.



Succulents seem to be very popular right now. They are the perfect plants if you aren't home much, because they require less frequent watering than most plants. But, growing succulents indoors can be a bit tricky. They generally need 6 hours of sunlight and putting them in an east facing window would be a good placement.

My plants require very little of my time each day, giving me more time to do what I love - selling homes in Sun City!

Call me- I have time for you!!
Bob Burgess, Associate Broker
Cell: 512-567-8478
Bob@thestacygroup.com



Sun City Stats

Sun City Stats for July 2017
As of 8/8/2017
MLS homes sold in July - 42
Average Sold Price - \$303,841
Average \$/SqFt - \$166
Average Days on Market - 61
Homes Waiting to Close - 59
Homes for Sale - 95

How 'bout them Cowgirls...

In July, my husband's nephew got married. As most of you know, he is from a small town in west Texas...that is a far cry of the citi-fied lifestyle I lived in San Antonio. Part of the festivities of a wedding reception includes a "Wedding March". This is kind of like a conga line with swagger rather than chacha and can consist of 50-80 people. It starts out with the two leaders and all follow in pairs. The wedding party is the first group...then we see the more seasoned "Marchers"...next is the 20-30 somethings...some teenagers and finally the children (most teenagers are too cool to join in). The leaders guide the group around the room, every time they come to the start the couple behind joins the front line This goes on until there are about 7-8 couples at the front line...then another line starts. We ended up with 9+ lines.

Now the fun begins. The front line starts to weave in and out through the 9 other lines. The last person grabs the hand of the first person in the next line. During this process, the slinging begins. As the line gets longer the slinging gets wild (this is why the seasoned Marchers stay in the front...they are safe from the slinging) (and the little kids are at the end so they can break off and do their own "ring around the roses" dance).

We watch as the marchers are holding on tight to stay connected. Laughing at their efforts...we see the best spot for "slinging" coming into our sights. We spot *him* by the look in the young "bucks" eyes...he gauges the force he needs to take someone out. Preferably one of the girls...two or more would be great and a couple of studs for good measure. He opens the arch up wide and pulls hard...about 5 marchers lose their grip and spread out trying to keep from hitting the floor, then run to get back in line...one girl goes sliding across the dance hall like she is sliding into home base (she is a Texas girl and she came prepared with shorts under her dress; off came the heels and on came the cowboy boots). She did not miss a beat...not wanting to miss another moment of the fun, she jumps up and runs to catch up to her spot for a final go-around. Like George Straight says..."How 'bout them Cowgirls"! And all I can say is...Welcome to all our Cowgirls and Cowgirls-to-be to Sun City Texas.

Charlotte Hohensee, REALTOR®
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Below are The Stacy Group's current listings as of 8/10/17

Street Address		Model	Sq.Feet+or-	Price
208 Sheldon Lake	(contract pending)	Mariposa	1092	219,500
110 Larkspur		Angelina	1310	249,500
113 Dickens Cir.	(contract pending)	Newport	1397	204,000
301 Salt Creek Ln	(contract pending)	Gray Myst	1388	229,500
117 Eisenhower Ct	(contract pending)	Gray Myst	1388	243,900
311 Kings Creek	(contract pending)	Gray Myst	1388	239,000
123 Cleburne Pass	(contract pending)	Gray Myst	1418	255,000
300 Farm Hill		Bluebonnet	1404	249,500
130 Coreopsis Way	(contract pending)	Cypress	1573	239,000
110 Camp Dr	(contract pending)	Dickinson	1622	245,000
223 Winter Dr		Magnolia	1755	259,000
101 Bonham Loop		Magnolia	1783	255,500
307 Cooper Lake		Surrey Crest	1752	342,000
201 Whispering Wind Dr.		Trinity	1931	309,500
122 Mountain Laurel		Trinity	1931	294,500
203 Whispering Wind		Sabine	1802	294,500
136 Old Blue Mountain		Vernon Hill	1880	399,900
104 Falls Cir		Devaca	1994	339,000
107 Camp Dr		Williamson	2014	289,000
116 Crystal Springs		San Gabriel	2066	280,000
151 Cattle Trail Way	(contingent contract)	San Gabriel	2087	320,000
215 Mckittrick Ridge		Bluffton	2091	389,500
104 Alpine Ct		Bowie	2164	315,500
126 Ruellia Dr		Salado	2365	360,000
105 Whirlwind Cove	(contract pending)	Cortez	2370	332,000
231 Duck Creek Ln		Dunwoody	2382	449,500
259 Red Poppy	(contract pending)	Travis	2388	415,000
607 Mangrum Hill		Abbeyville	2450	412,000
111 Trail Rider Way	(contract pending)	Colorado	2651	489,500
408 Davis Mountain Cir		Magnolia	2791	625,000
105 Agave Lane		Crockett	2794	465,000
205 Cider Orchard		DeLeon	2859	460,000



Don't miss out!
Like Our Facebook Page
"The Stacy Group" to see new posts
and new homes on the market.

Just How Hot Can It Get??!

As this summer & early fall continues to be hot, hot, hot---I'm looking to feel as cool as possible inside! I have long lived in a mostly all white interior home here in central Texas for years & can attest to the feeling of coolness it generates!
Here are a few things to consider when working with lots & lots of white:



1. White rooms allow dramatic views or artwork to take center stage!
 2. Surfaces painted one color blend seamlessly, allowing floors or furnishings to steal the show!
 3. In an all white room, as the light changes, so will the space's color & feel!
 4. The personality of an all-white room can be easily changed—adding a single accent color creates an entirely different space!
 5. Don't be afraid to use different tints, tones & shades of white. Remember beige & taupe are shades of white!
 6. Be careful not to select a white with too much of a yellow tone, as in some spaces the color may read dingy!
 7. Dazzling & fresh, rooms bathed in white have a timeless appeal & brilliant good looks!!!
- And ALWAYS, have fun trying it out!!!!!!!

Roxanne Rylander, REALTOR®

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Sun City Fitness



"I'm thirsty!" It's a good idea to stay hydrated during this summer heat, especially when you are physically active. While hitting the gym, it is essential to sip water before, during and after exercising. The American College of Sports recommends drinking water to replace water loss through perspiration at a similar rate to that which it is lost.

What you drink is of the utmost importance. During times of relaxation, water is still the most beneficial beverage. Unsweetened iced tea or coffee are also good choices. Beware of high calorie sweetened specialty coffees and soft drinks that can add as many as 500 or more calories a day. Zero calorie artificial sweeteners in your beverage seem like a no brainer. However, artificial sweeteners may lead to obesity and type 2 diabetes in some people. Because they are sweeter than sugar, you may begin to crave increased amounts of highly sweetened foods which will lead to weight gain.



Adult beverages may not be as thirst quenching as we believe. What often comes to mind is an ice cold beer, or maybe a frozen Margarita. Even though alcoholic beverages may provide temporary satisfaction, this could lead to increased thirst and dehydration, not to mention the possibility of addiction.

Solid foods can also provide hydration. Vitamin-rich watermelon, lettuce, coconut water, and yogurt all have an impressive water content to replace body fluids. Summer is here, so stay hydrated, and here at the Stacy Group we can help you with that also.



Come on by the Stacy Group office. We can answer any of your property questions over a bottle of ice cold water. Let's not forget that it would be a pleasure to work with you or your friends to find that great home here in beautiful Sun City.

Gary Curran, REALTOR®

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The Stacy Group has some new rentals. Visit

www.TheStacyGroupRentals.com

to view what is available. We have a mix right now of Del Webb built homes to brand new construction homes to chose from. We even have a Nappa Valley floor plan available if you need a large home.

Tell Me Something Good....

Did you know that our agents blog on our website? Need to know what is going on around Sun City—check there! Do you have an event with your club/group that you would like us to share? Or did you go to a new restaurant and loved it? Write a review for us.

Send it on in and we can put it on our blog page at www.TheStacyGroup.com. And our Facebook page as well!

Email keri@thestacygroup.com

Pet Corner



Sayde is a 14 year old Lhaso Apsa. She lives in neighborhood #31 with her mom Lynn Niedermeier. In her youth she loved to travel EVERYWHERE with her family, including vacations.....she certainly logged her share of air miles! These days, her biggest excursion is to the beauty parlor to be groomed. She's known around the "hood" as quite the Floozy.....teasing all the boys! Don't let her sweet exterior fool you though.....she's the boss and you'd be wise not to forget it!

We are happy to feature such a cutie as September's featured Pet of the Month! Sayde wins a \$20 gift card, compliments of Paw Lofts!

If you'd like your pooch featured in our newsletter email me by September 4th and perhaps your pooch will be our next winner!

September 10th is National Pet Memorial Day

As much as we love and care for our beloved pets, at some point all of us have experienced the pain of losing them. With an average lifespan of 10-13 years for both dogs and cats, they become an integral part of our lives and are mourned just as fervently as our friends and family when they pass. In honor of that special place they hold in our hearts, the second Sunday of each year is set aside to remember those pets who touched our lives so dearly. Here are some suggestions to help you observe this special day.

Take time to reflect on your pet's memory....look back on photos and talk to family members about their favorite memory.

Plant a tree or shrub as a living memorial

Contribute to your local animal shelter

Volunteer at your local animal shelter

Send a sympathy card to someone you know who recently lost a pet

And always remember that those most cherished pets will be waiting for us at "The Rainbow Bridge" to once again be reunited!

Do you have friends looking for an awesome Pet Friendly community? I'd love to help them find their Sun City dream home!

Christina Roberto, REALTOR®

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A Few New Favorite Things:

Summer is a time for birthdays in our family so that always leads to the question—what to get them...We are a "born and bred" (and totally proud) Texas family so I found a store called Texas Humor. It is local (in Austin) and has fun Texas gear. Check it out at Txhumor.com



We are also a family that loves our dogs...and feeds them well with quality dog food. I recently started using chewy.com to order my dog food and treats. I was impressed with how fast it got delivered (one day!) and it was free delivery (if you order enough or catch a promotion). They deliver right to your door and I found the prices to be less than what I was paying at the big chain stores.

My baby is a Senior in high school this year (and it is hitting me pretty hard). I am on my last year of having her home and I want to enjoy every minute. So this summer I planned a few weekend getaways or day trips here and there...insuring myself some family time. Otherwise we just get busy—you know how that goes. But if it is on the calendar, we make it happen. This was the best thing I did this summer—**PLAN FUN**. I love being on the water. This summer we went and floated the river—twice. So fun to see toddlers to Grandparents enjoying the river. The float in San Marcos was our favorite. We had a weekend in Port Aransas...although it was crowded the beach always takes my breath away—such a marvelous body of water and I just feel Gods presence.

And we enjoyed my Dads Lakehouse—a few times! September is a great month to enjoy water with less crowds and a little less heat. Getting better at planning "fun" and not just my "to do list" has been the best for our family, my marriage, my friends...such a good lesson I learned. Life is short and we need to enjoy our time. So get your calendars out and make those dinner dates and game nights and weekend getaways. It is so nice to have things to look forward to!

Keri Stacy Gann, REALTOR®

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YOU WON'T BELIEVE What Remodeling CAN DO FOR YOUR HOME

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- Update an old electrical system
- Install energy efficient improvements
- Install a new HVAC system
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- Install gutters
- Increase the footprint of the home
- Paint interior/exterior of the home

Contact me today to find out more about renovation lending!



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